### CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B) 1707 Osage St, Ste 103 Alexandria, VA 22302

	Contract / Revision			Alt Order #		
	1800092	1		08768694		
roduct	<u> </u>			k		
UTHER STRANGE SENA	ι <b>T</b>					
ontract Dates	Estimate #					
9/05/17 - 09/11/17	811					
dvertiser			<u>Ori</u>	iginal Date	/ Revision	
OL/Strange, Luther/R/Senator/AL			0	8/28/17	/ 08/28/17	
	Billing Cycle	Billing	Cal	endar	Cash/Trade	
	EOM/EÓC	Broado	ast		Cash	
	Property	Account Executive		<u>xecutive</u>	Sales Office	
	WSFA	Ryan Eddins		ns	HRP-Washingto	
	Special Handl	ing			•	
	Demographic					
	Adults 35+					
	Agy Code	Adverti	ser	Code	Product 1/2	
	9913865	62			78	
	Agency Ref	<del></del>		Advertiser	Ref	

	Start/End	Spots/ *			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type S	pots	Amount
1 WSFA 09/08/17 09/08/17 WSFA 12 News at Ten - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	10-1035pm <u>Rate</u> \$275.00	:30	NM	1	\$275.00
2 WSFA 09/08/17 09/08/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	11-1130Am <u>Rate</u> \$30.00	:30	MM	1	\$30.00
3 WSFA 09/08/17 09/08/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	1130A-12P <u>Rate</u> \$30.00	:30	NM	1	\$30.00
4 WSFA 09/08/17 09/08/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	12-1230pm <u>Rate</u> \$100.00	:30	ММ	1	\$100.00
5 WSFA 09/08/17 09/08/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	M-F 4-430P <u>Rate</u> \$60.00	:30	NM	1	\$60.00
6 WSFA 09/08/17 09/08/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1	M-F 430-5P <u>Rate</u> \$75.00	:30	NM	1	\$75.00
7 WSFA 09/08/17 09/08/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1	5-530pm <u>Rate</u> \$185.00	:30	NM	1	\$185.00
8 WSFA 09/08/17 09/08/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	528am-6am <u>Rate</u> \$100.00	:30	MM	1	\$100.00
9 WSFA 09/08/17 09/08/17 WSFA 12 News at Six - MF	6-630pm <u>Rate</u> \$350.00	:30	NM	1	\$350.00
10 WSFA 09/08/17 09/08/17 Today In Alabama <u>Start Date End Date Weekdays Spots/Week</u>	6a-7a <u>Rate</u>	:30	NM	1	\$175.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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www.wsfa.com

 Contract Dates
 Product
 Estimate #

 09/05/17 - 09/11/17
 LUTHER STRANGE SE 811

 Advertiser
 Original Date / Revision

 POL/Strange, Luther/R/St
 08/28/17 / 08/28/17

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$175.00				
11 WSFA 09/08/17 09/08/17 ENTERTAINMENT TONIG	H1630-7p	:30	NM	1	\$215.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$215.00				
12 WSFA 09/08/17 09/08/17 NBC Today Show	7-9am	:30	NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	<u>Rate</u> \$115.00				
13 WSFA 09/08/17 09/08/17 NBC Today 2	9-10am_	:30	NM	1	\$50.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	<u>Rate</u> \$50.00	•			
14 WSFA 09/11/17 09/11/17 WSFA 12 News at Ten - M	F 10-1035pm	:30	NM	1	\$275.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/11/17 09/17/17 1 1	<u>Rate</u> \$275.00				
15 WSFA 09/11/17 09/11/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM	1	\$30.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/11/17 09/17/17 1 1	<u>Rate</u> \$30.00				
16 WSFA 09/11/17 09/11/17 ALABAMA LIVE @ 1130AN		:30	NM	1	\$30.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/11/17 09/17/17 1 1	<u>Rate</u> \$30.00	•	l		
17 WSFA 09/11/17 09/11/17 WSFA 12 News at Noon	12-1230pm	:30	NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/11/17 09/17/17 1 1	<u>Rate</u> \$100.00		Ī		
18 WSFA 09/11/17 09/11/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM	1	\$60.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			·	***************************************
Week: 09/11/17 09/17/17 1 1 19 WSFA 09/11/17 09/11/17 WSFA 12 NEWS AT 4PM	\$60.00 M-F 4-430P	:30	NM	1	\$60.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>	.00	1111	•	ψου.σσ
Week: 09/11/17 09/17/17 1 1 20 WSFA 09/11/17 09/11/17 WSFA 12 NEWS AT 4PM	\$60.00 M-F 430-5P	:30	NM	1	\$75.00
Start Date End Date Weekdays Spots/Week	Rate	.50	14101	ŧ	\$75.00
Week: 09/11/17 09/17/17 1 1 21 WSFA 09/11/17 09/11/17 WSFA 12 News at Five	\$75.00	.20		4	6405.00
Start Date End Date Weekdays Spots/Week	5-530pm <u>Rate</u>	:30	NM	1	\$185.00
Week: 09/11/17 09/17/17 1 1	\$185.00	•			
22 WSFA 09/11/17 09/11/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	528am-6am <u>Rate</u>	:30	NM	1	\$100.00
Week: 09/11/17 09/17/17 1 1	\$100.00				
23 WSFA 09/11/17 09/11/17 WSFA 12 News at Six - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	6-630pm <u>Rate</u>	:30	NM	1	\$350.00
Week: 09/11/17 09/17/17 1 1	\$350.00				
24 WSFA 09/11/17 09/11/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a <u>Rate</u>	:30	NM	1	\$175.00
Week: 09/11/17 09/17/17 1 1	\$175.00				
25 WSFA 09/11/17 09/11/17 ENTERTAINMENT TONIGI <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	11630-7p Rate	:30	NM	1	\$215.00
Week: 09/11/17	\$215.00				

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www.wsfa.com

 Contract / Revision
 Alt Order #

 1800092 /
 08768694

 Contract Dates
 Product
 Estimate #

 09/05/17 - 09/11/17
 LUTHER STRANGE SE 811

*Line Ch Start Date End Date Description	Start/End Time	Spots/	Tuna C	·mata	A ma a cont
		Days Length Week Rate	TypeS	pois	Amount
Start Date End Date Weekdays Spots/Week  26 WSFA 09/11/17 09/11/17 NBC Today Show Start Date End Date Weekdays Spots/Week	Rate 7-9am Rate	:30	NM	1	\$115.00
Week: 09/11/17 09/17/17 1 1	\$115.00				
27 WSFA 09/11/17 09/11/17 NBC Today 2	9-10am	:30	NM	1	\$50.00
Start Date         End Date         Weekdays         Spots/Week           Week:         09/11/17         09/17/17         1         1	Rate \$50.00				
28 WSFA 09/09/17 09/09/17 NBC Saturday Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171- 1	6-8am <u>Rate</u> \$45.00	:30	MM	1	\$45.00
29 WSFA 09/10/17 09/10/17 NET NBC Sunday Today St		:30	NM	1	\$45.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$45.00	•		,	
30 WSFA 09/10/17 09/10/17 NET NBC Meet The Press	8-9a	:30	MM	1	\$45.00
Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1	<u>Rate</u> \$45.00				
31 WSFA 09/10/17 09/10/17 WSFA News Sunday AM	9-930a	:30	NM	1	\$20.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	<u>Rate</u> \$20.00				
32 WSFA 09/07/17 09/07/17 WSFA 12 News at Ten - MF		:30	NM	1	\$275.00
Start Date End Date Weekdays Spots/Week	Rate	•		-	<b>4</b>
Week: 09/04/17 09/10/171 1	\$275.00				***
33 WSFA 09/07/17 09/07/17 ALABAMA LIVE @ 11A Start Date End Date Weekdays Spots/Week	11-1130Am Rate	:30	NM	1	\$30.00
Week: 09/04/17 09/10/171 1	\$30.00				
34 WSFA 09/07/17 09/07/17 ALABAMA LIVE @ 1130AM		:30	MM	1	\$30.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$30.00				
35 WSFA 09/07/17 09/07/17 WSFA 12 News at Noon	12-1230pm	:30	NM	1	\$100.00
Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1	<u>Rate</u> \$100.00				
36 WSFA 09/07/17 09/07/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM	1	\$60.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			,	******
Week: 09/04/17 09/10/171 1  37 WSFA 09/07/17 09/07/17 WSFA 12 NEWS AT 4PM	\$60.00				***
37 WSFA 09/07/17 09/07/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week	M-F 4-430P Rate	:30	NM	1	\$60.00
Week: 09/04/17 09/10/171 1	\$60.00	•			
38 WSFA 09/07/17 09/07/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM	1	\$75.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$75.00				
39 WSFA 09/07/17 09/07/17 WSFA 12 News at Five	5-530pm	:30	NM	1	\$185.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$185.00		l		
40 WSFA 09/07/17 09/07/17 Today in Alabama 530a	528am-6am	:30	NM	1	\$100.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$100.00	•			
41 WSFA 09/07/17 09/07/17 WSFA 12 News at Six - MF	***************************************	:30	NM	1	\$350.00
		• = =	8	•	+-50.00

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| Contract / Revision | Alt Order # | 08768694

Contract Dates Product Estimate #
09/05/17 - 09/11/17 LUTHER STRANGE SE 811

| <u>Advertiser</u> | <u>Original Date / Revision</u> | POL/Strange, Luther/R/St | 08/28/17 / 08/28/17

	Start/End	Spots/ ·			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type S	pots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$350.00				
42 WSFA 09/07/17 09/07/17 Today in Alabama	6a-7a	:30	NM	1	\$175.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$175.00				
43 WSFA 09/07/17 09/07/17 ENTERTAINMENT TONIG	H1630-7p	:30	NM	1	\$215.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$215.00	•			
44 WSFA 09/07/17 09/07/17 NBC Today Show	7-9am	:30	NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	<u>Rate</u> \$115.00				
45 WSFA 09/07/17 09/07/17 NBC Today 2	9-10am	:30	NM	1	\$50.00
Start Date End Date Weekdays Spots/Week	Rate	.55	''''		<b>Q</b> 00.00
Week: 09/04/17 09/10/171 1	\$50.00				
46 WSFA 09/05/17 09/05/17 WSFA 12 News at Ten - M Start Date End Date Weekdays Spots/Week	'	:30	NM	1	\$275.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17 -1 1	<u>Rate</u> \$275.00				
47 WSFA 09/05/17 09/05/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM	1	\$30.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17 -1 1	Rate				
	\$30.00	.20		4	620.00
48 WSFA 09/05/17 09/05/17 ALABAMA LIVE @ 1130AN Start Date End Date Weekdays Spots/Week	Rate	:30	NM	1	\$30.00
Week: 09/04/17 09/10/17 -1 1	\$30.00	•			
49 WSFA 09/05/17 09/05/17 WSFA 12 News at Noon	12-1230pm	:30	NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17 -1 1	<u>Rate</u> \$100.00				
50 WSFA 09/05/17 09/05/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM	1	\$60.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>	.00	'''']	•	ψ00.00
Week: 09/04/17 09/10/17 -1 1	\$60.00				
51 WSFA 09/05/17 09/05/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week	M-F 4-430P	:30	NM	1	\$60.00
Week: 09/04/17 09/10/17 -1 1	<u>Rate</u> \$60.00				
52 WSFA 09/05/17 09/05/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM	1	\$75.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17 -1 1	Rate				
Week: 09/04/17 09/10/17 -1 1 53 WSFA 09/05/17 09/05/17 WSFA 12 News at Five	\$75.00	.00			040E 00
Start Date End Date Weekdays Spots/Week	5-530pm Rate	:30	NM	1	\$185.00
Week: 09/04/17 09/10/17 -1 1	\$185.00				
54 WSFA 09/05/17 09/05/17 Today in Alabama 530a	528am-6am	:30	NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17 -1 1	<u>Rate</u> \$100.00				
55 WSFA 09/05/17 09/05/17 WSFA 12 News at Six - MF		:30	NM	1	\$350.00
Start Date	Rate			•	*******
Week: 09/04/17 09/10/17 -1 1	\$350.00				
56 WSFA 09/05/17 09/05/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a Rate	:30	NM	1	\$175.00
Week: 09/04/17 09/10/17 -1 1	\$175.00	•			

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Contract / Re	vision	Alt Order #
1800092	1	08768694
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Contract Dates Product , Estimate # LUTHER STRANGE SE 811

 Advertiser
 Original Date / Revision

 POL/Strange, Luther/R/S€
 08/28/17 / 08/28/17

*Line Ch Start Data End Data Description	Start/End Time	Spots/	Tuna Caata	Amazont
*Line Ch Start Date End Date Description  Start Date End Date Weekdays Spots/Week	Rate	Days Length Week Rate	Type Spots	Amount
57 WSFA 09/05/17 09/05/17 ENTERTAINMENT TONIG Start Date End Date Weekdays Spots/Week	H1630-7p <u>Rate</u>	:30	<b>NM</b> 1	\$215.00
Week: 09/04/17       09/10/17       -1       1         58 WSFA 09/05/17       09/05/17       NBC Today Show         Start Date Weekdays       Spots/Week         Week: 09/04/17       09/10/17       -1       1	\$215.00 7-9am <u>Rate</u> \$115.00	:30	NM 1	\$115.00
59 WSFA 09/05/17 09/05/17 NBC Today 2  Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/17 -1 1	9-10am <u>Rate</u> \$50.00	:30	NM 1	\$50.00
60 WSFA 09/06/17 09/06/17 WSFA 12 News at Ten - MI  Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1		:30	NM 1	\$275.00
61 WSFA 09/06/17 09/06/17 ALABAMA LIVE @ 11A  Start Date	11-1130Am <u>Rate</u> \$30.00	:30	NM 1	\$30.00
62 WSFA 09/06/17 09/06/17 ALABAMA LIVE @ 1130AN Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1	/ 1130A-12P <u>Rate</u> \$30.00	:30	NM 1	\$30.00
63 WSFA 09/06/17 09/06/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	12-1230pm <u>Rate</u> \$100.00	:30	NM 1	\$100.00
64 WSFA 09/06/17 09/06/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	M-F 4-430P <u>Rate</u> \$60.00	:30	NM 1	\$60.00
65 WSFA 09/06/17 09/06/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	M-F 430-5P <u>Rate</u> \$75.00	:30	<b>NM</b> 1	\$75.00
66 WSFA 09/06/17 09/06/17 WSFA 12 News at Five  Start Date	5-530pm <u>Rate</u> \$185.00	:30	NM 1	\$185.00
67 WSFA 09/06/17 09/06/17 Today in Alabama 530a  Start Date End Date Weekdays Spots/Week Week: 09/04/17 09/10/171 1	528am-6am <u>Rate</u> \$100.00	:30	NM 1	\$100.00
68 WSFA 09/06/17 09/06/17 WSFA 12 News at Six - MF  Start Date	6-630pm <u>Rate</u> \$350.00	:30	<b>NM</b> 1	\$350.00
69 WSFA 09/06/17 09/06/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	6a-7a <u>Rate</u> \$175.00	:30	<b>NM</b> 1	\$175.00
70 WSFA 09/06/17 09/06/17 ENTERTAINMENT TONIGH Start Date	17630-7p <u>Rate</u> \$215.00	:30	NM 1	\$215.00
71 WSFA 09/06/17 09/06/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/171 1	7-9am <u>Rate</u> \$115.00	:30	<b>NM</b> 1	\$115.00
72 WSFA 09/06/17 09/06/17 NBC Today 2	9-10am	:30	NM 1	\$50.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television

broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



www.wsfa.com

Contract / Revision Alt Order# 08768694 1800092 / Estimate # Product

Contract Dates 09/05/17 - 09/11/17 LUTHER STRANGE SE 811

Original Date / Revision Advertiser 08/28/17 / 08/28/17 POL/Strange, Luther/R/Se

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Type	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 09/04/17         09/10/17        1         1	<u>Rate</u> \$50.00	Days Longin Wook	ruic Type	эрого	7 WHOUSE
D 73 WSFA 09/05/17 09/08/17 Tonight Show	1035-1137pm	:30	MM	0	\$0.00
D 74 WSFA 09/11/17 09/11/17 Tonight Show	1035-1137pm	:30	MM	0	\$0.00
D 75 WSFA 09/05/17 09/08/17 INSIDER, THE	130-2p	:30	MM	0	\$0.00
N 76 WSFA 09/07/17 09/07/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17T 1	1035-1137pm <u>Rate</u> \$115.00	:30	NM	1	\$115.00
N 77 WSFA 09/05/17 09/05/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17 -T 1	1035-1137pm <u>Rate</u> \$115.00	:30	NM ,	1	\$115.00
N 78 WSFA 09/06/17 09/06/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17W 1	1035-1137pm <u>Rate</u> \$115.00	:30	NM	1	\$115.00
N 79 WSFA 09/06/17 09/06/17 INSIDER, THE <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/04/17 09/10/17W 1	130-2p <u>Rate</u> \$30.00	:30	NM	1	\$30.00
		Totals		76	\$9,510.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 -09/11/17	76	\$9,510.00	(\$1,426.50)	\$8,083.50
Totals	76	\$9,510.00	(\$1,426.50)	\$8,083.50

Signature:	Date:	
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(\* Line Transactions: N = New, E = Edited, D = Deleted)

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FAX# 703-516-9680 REPORT FROM REP RISK !!! REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT ORDER WORKSHEET HARRIS

REP HEADLINE# 8768694 \*\*\* ORIGINAL REV#0 \*\*\*

AUG17/17 12.59 \*\*\* WSFA-TV \*\*\*

. 59 12 # DATE\_AUG17/17 SALESMAN REGIONAL RYAN EDDINS SEGROVES LOCAL DANETTE OFF.# WA CLASS: NATL. BUYER NAME SALES PRSN REP.# ORDER, INVOICE) CO-OP BILLING NEEDED 103 (LINE, 1707 OSAGE STREET SUITE ADV. NAME POLI/L STRANGE/R/SEN/AL # 8768694 COMMENTS: VA 22302 PINPOINT MEDIA ALEXANDRIA, CONTRACT WK-1 EST#811 SEP11/17 STATE TAX SENAT AGY. NAME STRANGE FLIGHT DATES SEP5/17 ORDER # 1800697 LUTHER CITY TAX PRDCT ADV AGY

THANKS JASMINE FOR RYAN @ 76X NEW ORDER TTL \$9,510 ( PLS CONFM

REP:

A CASH IN ADVANCE SCHEDULE \*\*\*\* ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283 SI SIHL \*\*\*\* CON CM

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RATE	AGENCY EST# =	\$275.00
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LINE#:REP :CD: TIME PERIOD :LINE#: :	AGENCY ADVERTISER CO AGENCY PRODUCT CODE	1 Ø 1000P-1035P
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\$30.00

10P 10P 30 30 AT NEWS NEWS 1000P-1035P 1100A-1130A WSFA 12 WSFA 12 PROGRAM : CON COM1: S Ø

ALABAMA LIVE ALABAMA LIVE CON COM1: PROGRAM

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

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3	1130A-1200N	30	\$30.00	8/6	8/6	H	FRI	1
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4 8	1200N-1230P	30	V\$100.00	8/6	8/6	н	FRI	Н
PROGRAM CON COM1	: WSFA 12 NEWS: WSFA 12 NEWS	AT 12P AT 12P	`					
5 %	400P-430P	30	00.09\$	8/6	8/6	1	FRI	Н
PROGRAM CON COM1	WSFA 12 NEWS: WSFA 12 NEWS	AT 4P AT 4P						
6 %	430P-500P	30	00.275	8/6	8/6	Н	FRI	1
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7 (2)	500P-530P	30	\$185.00	8/6	8/6	Н	FRI	Н
PROGRAM : CON COM1:	WSFA 12 NEWS WSFA 12 NEWS	AT 5P AT 5P						
8	530A-600A	30	\$100.00	8/6	8/6	Н	FRI	П
PROGRAM : CON COM1:	: TODAY IN ALABAMA I: TODAY IN ALABAMA	MA MA	<b>S</b>					
6	600P-630P	30	00.058	8/6	8/6	Н	FRI	r
PROGRAM CON COM1	: WSFA 12 NEWS: WSFA 12 NEWS	AT 6P AT 6P	`					
. 10 06	600A-700A	30	V\$175.00 ·	8/6	8/6.		FRI .	더
PROGRAM : CON COM1:	: TODAY IN ALABAMA : TODAY IN ALABAMA	MA MA	\					
11 35	630P-700P	30	\$215.00	8/6	8/6	1	FRI	7
PROGRAM:	ENTERTAINMENT	TONIGHT						

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

12   PS   700A-900A   30   4115.00   9/8   9/8   1   FRI	:LINE#:REP :CD: : :LINE#: :	TIME PERIOD :	LGTH : S	SEC: RATE:	: START : DATE	: END : DATE	:SPTS: W	WEEK: DAYS INVT:	: TOTL:
PROGRAM: TODAY SHOW  L3 MODAL LOODAY SHOW  L3 MODAL LOODAY SHOW HOUR 3  L4 MC 1000P-1035P  L5 MC 1000P-1035P  L5 MC 1100A-1130A  L5 MC 1100A-1130A  L5 MC 1100A-1130A  L5 MC 1100A-1130A  L5 MC 120N-120N  L5 MC 120N  L5 MC 12		700A-900A	30	115.0	8/6	8/6	Н	FRI	
13   \$\int \Sigma \)   900A-1000A   30    \$\int \sigma \)   \$\int \Sigma \]   \$\int \Sigma \)   \$\int \Sigma \]   \$\int \Sigma \)   \$\int \Sigma \Sigma \)   \$\int \Sigma	PROGRAM : CON COM1:	TODAY							
PROGRAM: TODAY SHOW HOUR 3  14 $\sqrt{6}$ 1000P-1035P 30 \$275.00 9/11 11 1  PROGRAM: WSFA 12 NEWS AT 10P  CON COM1: WSFA 12 NEWS AT 10P  CON COM1: ALABAMA LIVE  17 $\sqrt{6}$ 1200N-1230P 30 $\sqrt{$30.00}$ 9/11 9/11 1  PROGRAM: WSFA 12 NEWS AT 12P  CON COM1: WSFA 12 NEWS AT 12P  CON COM1: WSFA 12 NEWS AT 12P  CON COM1: JUDGE JUDY  19 $\sqrt{6}$ 400P-430P 30 $\sqrt{$60.00}$ 9/11 9/11 1  PROGRAM: WSFA 12 NEWS AT 4P  CON COM1: WSFA 12 NEWS AT 49  CON COM1: WSFA 12 NEWS AT 430P  CON COM1: WSFA 12 NEWS AT 4330P  CON COM1: WSFA 12 NEWS AT 4330P		900A-1000A	30	00.05\$	8/6	8/6	rd	FRI	Т
14   Psi   1000P-1035P   30   \$275.00   9/11   9/11   1	PROGRAM : CON COM1:	TODAY SHOW TODAY SHOW	ო ო	\					
PROGRAM: WSFA 12 NEWS AT 10P  15 \$\Phi_S\$ 1100A-1130A  30 \$\sigma_{\$\sigma_{300}}\$ \sigma_{\sigma_{300}}\$ \sigma_{\sigma_{300}}\$ \sigma_{\sigma_{300}}\$ \sigma_{\sigma_{300}}\$ \sigma_{\sigma_{300}}\$ \sigma_{\sigma_{11}}\$ \text{12} \text{130} \text{120} \		1000P-1035P	30	\$275.00	9/11	9/11	П	MOM	П
15   PA   1100A-1130A   30   \$30.00   9/11   9/11   1   PROGRAM   ALABAMA LIVE	PROGRAM : CON COM1:	WSFA 12 NEWS AT	10P 10P	\					
PROGRAM : Alabama Live Con Com1: Alabama Live 30		1100A-1130A	30	× \$30.00	9/11	9/11	H	MOM	Н
16 (25) 1130A-1200N 30 \$530.00 9/11 9/11 1  PROGRAM: ALABAMA LIVE CON COM1: ALABAMA LIVE CON COM1: WSFA 12 NEWS AT 12P CON COM1: WSFA 12 NEWS AT 12P CON COM1: JUDGE JUDY CON COM1: JUDGE JUDY 19 (25) 400P-430P 19 (25) 400P-430P 19 (25) 400P-430P 20 (35) 430P-500P 2	PROGRAM : CON COM1:	ALABAMA ALABAMA							
PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE ALABAMA LIVE CON COM1: ALABAMA LIVE ALABAMA LIVE 30 \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$	16 95	1130A-1200N	30	00.08\$	9/11	9/11	ᆏ	MOM	Н
17 (2) 1200N-1230P 30 (\$100.00 9/11 1] 1  PROGRAM: WSFA 12 NEWS AT 12P  CON COM1: WSFA 12 NEWS AT 12P  18 (2) 330P-400P  PROGRAM: JUDGE JUDX  CON COM1: JUDGE JUDX  19 (2) 400P-430P  PROGRAM: WSFA 12 NEWS AT 4P  CON COM1: WSFA 12 NEWS AT 4:30P	PROGRAM : CON COM1:	ALABAMA ALABAMA							
PROGRAM: WSFA 12 NEWS AT 12P CON COM1: WSFA 12 NEWS AT 12P CON COM1: WSFA 12 NEWS AT 12P S60.00 9/11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		1200N-1230P	30		9/11	9/11	H	MOM	н
18 $\eta < 330P-400P$ 30 \$60.00 9/11 1  PROGRAM: JUDGE JUDY  CON COM1: JUDGE JUDY  19 $\eta < 400P-430P$ 30 \$60.00 9/11 9/11 1  PROGRAM: WSFA 12 NEWS AT 4P  CON COM1: WSFA 12 NEWS AT 4P  20 $\eta < 430P-500P$ 30 \$75.00 9/11 1	PROGRAM : CON COM1:	WSFA 12 NEWS AT WSFA 12 NEWS AT	12P	\					
PROGRAM: JUDGE JUDY  CON COM1: JUDGE JUDY  19 PL 400P-430P		330P-400P	30	00.00\$	9/11	9/11	H	MOM	Н
19 PL 400P-430P . 30 · \$60.00 · 9/11 · 9/11 · 1  PROGRAM : WSFA 12 NEWS AT 4P  CON COM1: WSFA 12 NEWS AT 4P  20 PA 430P-500P 30 \$75.00 9/11 1  PROGRAM : WSFA 12 NEWS AT 4:30P  CON COM1: WSFA 12 NEWS AT 4:30P  CON COM1: WSFA 12 NEWS AT 4:30P	PROGRAM : CON COM1:	JUDGE		\					
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430P-500P 30 ×575.00 9/11 1 1 WSFA 12 NEWS AT 4:30P WSFA 12 NEWS AT 4:30P	PROGRAM : CON COM1:	WSFA 12 NEWS WSFA 12 NEWS	4 4 G G						
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	PROGRAM : CON COM1:	WSFA 12 NEWS WSFA 12 NEWS	4:30F 4:30P						

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

LINE	:LINE#:REP :CD: : :LINE#: :	TIME PERIOD :	LGTH : SEC	C: RATE:	: START : DATE	: END : DATE	:SPTS: :/WK:	WEEK : INVT :	DAYS	: TOTL:
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	23 %	600P-630P	30	\$350.00	9/11	9/11	Н	MOM		ਜ
	PROGRAM : CON COM1:	WSFA 12 NEWS AT WSFA 12 NEWS AT	T 6P T 6P	<b>\</b>						
	24 05	600A-700A	30	\$175.00	9/11	9/11	Н	MOM		Н
	PROGRAM : CON COM1:	TODAY IN ALABAMA TODAY IN ALABAMA	MA MA							
	25 %	630P-700P	30	V \$215.00	9/11	9/11	Н	MOM		⊣
	PROGRAM : CON COM1:	ENTERTAINMENT ENTERTAINMENT	TONIGHT TONIGHT							
	26 (h)	700A-900A	30	\$115.00	9/11	9/11	Н	MOM		Ц
	PROGRAM : CON COM1:	TODAY SHOW TODAY SHOW		,						
	27 %	900A-1000A	30	00.00\$	9/11	9/11	Н	MOM		Н
	PROGRAM : CON COM1:	TODAY SHOW HOUR TODAY SHOW HOUR	м м « «	,						
	28 94	600A-800A·	. 08	\$45.00	.6/6	. 6/6	1	· SAT	•	٦
	PROGRAM : CON COM1:	SATURDAY TODAY SATURDAY TODAY	SHOW							
	29 75	P5 700A-800A	30	\$45.00	9/10	9/10	1	SUN		Н
	PROGRAM : CON COM1:	SUNDAY TODAY SI SUNDAY TODAY SI	SHOW							

REP: TEL# 703-528-9387
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30 (\(\frac{\text{5}}{3}\) 600a-900a 30 (\$345.00 9/10 9/10 1) 800a 1  PROCRAM: MEET THE PRESS  21 (\(\frac{\text{5}}{4}\) 900a-900a 30 (\$220.00 9/10 9/10 1) 800a 1  PROCRAM: MEET THE PRESS  22 (\(\frac{\text{5}}{4}\) 900a-900a 100a 1 800a 1  23 (\(\frac{\text{5}}{4}\) 100ab-103a 1 87 10P  CON COM1: MARAMA  22 (\(\frac{\text{5}}{4}\) 100ab-103a 1 87 10P  CON COM1: MARAMA INDEP  23 (\(\frac{\text{5}}{4}\) 110ab-1130a 30 (\$275.00 9/7 9/7 1 THU 1  PROCRAM: META 12 NEWS AT 10P  CON COM1: MARAMA LIVE  34 (\(\text{5}\) 1130a-1230b 1 30 (\$210.00 9/7 9/7 1 THU 1  PROCRAM: META 12 NEWS AT 12P  CON COM1: META 12 NEWS AT 12P  CON COM1: META 12 NEWS AT 12P  PROCRAM: WETA 12 NEWS AT 12P  CON COM1: WETA 12 NEWS AT 12P  CON COM1: WETA 12 NEWS AT 12P  SECOND: WETA 12 NEWS AT 12P  CON COM1: WETA 12 NEWS AT 12P  CON COM1: WETA 12 NEWS AT 12P  CON COM1: WETA 12 NEWS AT 43DP  CON COM1: WETA 12 NEWS AT 43DP	:LINE#:REP :CD:	O: TIME PERIOD :	LGTH :	SEC : RATE :	: START : DATE	: END : DATE	:SPTS: :/WK:	WEEK: DAYS INVT:	S: TOTL:
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TODAY IN ALABAMA		900A-930A	30	V \$20.00	9/10	9/10	ᠬ	SUN	1
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WSFA 12 NEWS AT 10P		000P-1035	30	<pre>\$275.00</pre>	1/6	1/6	ť	тно	ਜ
1100A-1130A   30	PROGRAM CON COM1	: WSFA 12 NEWS : WSFA 12 NEWS	10P 10P						
Alabama live   Alabama live   30		1100A-1130A	30	00.00\$	2/6	1/6	Н	THU	Н
1130A-1200N   30	PROGRAM CON COM1	: ALABAMA : ALABAMA							
: ALABAMA LIVE : ALABAMA LIVE : ALABAMA LIVE : WSFA 12 NEWS AT 12P : WSFA 12 NEWS AT 12P : WSFA 12 NEWS AT 12P : JUDGE JUDY : JUDGE JUDY : WSFA 12 NEWS AT 4P : WSFA 12 NEWS AT 4P : WSFA 12 NEWS AT 4P : WSFA 12 NEWS AT 4:30P		1130A-1200N	30	00.08	1/6	2/6	П	THU	Ц
1200N-1230P   30	PROGRAM CON COM1	ALABAMA ALABAMA		<b>S</b>					
# WSFA 12 NEWS AT 12P  330P-400P  1 JUDGE JUDY  1 JUDGE JUDY  1 JUDGE JUDY  1 JUDGE JUDY  2 JUDGE JUDY  3 JUDGE JUDY  4 JUDGE JUDY  5 60.00  9/7  9/7  1	Ŋ	1200N-1230P	0 %	V\$100.00	1/6	1/6	ч	THU	Н
330P-400P  : JUDGE JUDY  : WSFA 12 NEWS AT 4P  : WSFA 12 NEWS AT 4:30P	PROGRAM CON COM1	WSFA 12 NEWS WSFA 12 NEWS	12P 12P	`					
: JUDGE JUDY : JUDGE JUDY 400P-430P  : WSFA 12 NEWS AT 4P  : WSFA 12 NEWS AT 4P  430P-500P  : WSFA 12 NEWS AT 4:30P	v	330P-400	30	00.09\$	1/6	1/6	Н	THU	Н
### 400P-430P	PROGRAM CON COM1	JUDGE JUDGE		•					
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430P-500P 30 \$\sqrt{\$75.00}\$ 9/7 9/7 1 THU WSFA 12 NEWS AT 4:30P WSFA 12 NEWS AT 4:30P	PROGRAM CON COM1	: WSFA 12 NEWS	4 4 7 7						
WSFA 12 NEWS AT 4: WSFA 12 NEWS AT 4:		430P-5	30	V\$75.00	7/6	1/6	러	THU	Н
	PROGRAM CON COM1	WSFA 12 NEWS WSFA 12 NEWS	** **						

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

: LINE#: REP : CD: : LINE#:	O: TIME PERIOD :	LGTH :	SEC : RATE :	: START : DATE	: END : DATE	:SPTS: WEEK : /WK: INVT	K: DAYS	:TOTL:
39 95	500P-530P	30	V \$185.00	1/6	2/6	<del>, -</del> 1	тно	-
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PROGRAM : CON COM1:	: TODAY IN ALABAMA	a a						
41 61	600P-630P	30	×3350.00	1/6	1/6	1	THU	ਜ
PROGRAM : CON COM1:	: WSFA 12 NEWS AT	9 9 9						
42 Pa	600A-700A	30	V\$175.00	1/6	1/6	Ħ	THU	H
PROGRAM : CON COM1:	: TODAY IN ALABAMA :: TODAY IN ALABAMA	a a						
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44 26	700A-900A	30	V \$115.00	1/6	1/6	п	THU	Н
PROGRAM : CON COM1:	: TODAY SHOW							
45 QA	900A-1000A	30	\$50.00	2/6	1/6	г	THU	Н
PROGRAM : CON COM1:	: TODAY SHOW HOUR	m m						
. 46 76	1000P-1035P	30	\$275.00	5/6.	5/6.	, H	TUE.	더
PROGRAM CON COM1	: WSFA 12 NEWS AT	10P 10P	\					
47 (3	1100A-1130A	30	\$30.00	9/5	9/5	Ţ	TUE	Н
PROGRAM : CON COM1:	: ALABAMA LIVE :: ALABAMA LIVE							

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

1130A-1200N ALABAMA L ALABAMA L 1200N-1230P WSFA 12 N TODAY IN	:LINE#:REP :CD: TIME PERIOD : LC : LINE#: :	LGTH : SEC :	: RATE	: START : DATE	: END : DATE	:SPTS: WE: IN	WEEK: DAYS INVT:	: TOTL:
ALABAMA LIVE	1130A-	30	00.08\$	9/5	9/5	Н	TUE	
1200N-1230P	FRAM : ALABAMA COM1: ALABAMA							
: WSFA 12 NEWS AT 12P  330P-400P  330P-400P  30 \$60.00 9/5 9/5 1  1 JUDGE JUDY  400P-430P  430P-400P  30 \$60.00 9/5 9/5 1  1 WSFA 12 NEWS AT 4P  500P-530P  1 WSFA 12 NEWS AT 5P  530A-600A  1 TODAY IN ALABAMA  600P-630P  1 WSFA 12 NEWS AT 6P  530A-600A  30 \$175.00 9/5 9/5 1	3	30	/ \$100.00	9/5	9/5	Н	TUE	
330P-400P 330P-400P 30	GOM1: WSFA 12 NEWS AT COM1: WSFA 12 NEWS AT	2 P						
: JUDGE JUDY 400P-430P 30	P. 3	30	\$60.00	9/5	9/5	н	TUE	
WSFA 12 NEWS AT 4P	: JUDGE							
WSFA 12 NEWS AT 4P   430P-500P   30	25 400P-430	30	00.09\$	9/5	9/5	r.	TUE	
Hander   H	RAM: WSFA 12 NEWS AT COM1: WSFA 12 NEWS AT	<u>а</u> а						
: WSFA 12 NEWS AT 4:30P  500P-530P  : WSFA 12 NEWS AT 5P  : WSFA 12 NEWS AT 5P  : WSFA 12 NEWS AT 5P  530A-600A  : TODAY IN ALABAMA  600P-630P  : WSFA 12 NEWS AT 6P  : TODAY IN ALABAMA  30	P5 4	30	\$75.00	9/5	9/5	г <del>г</del>	JUE	
SOOP-530P   30	: WSFA 12 NEWS AT	:30F						
: WSFA 12 NEWS AT SP : WSFA 12 NEWS AT SP : TODAY IN ALABAMA : TODAY IN ALABAMA : WSFA 12 NEWS AT 6P : TODAY IN ALABAMA : TODAY IN ALABAMA	P.5 500P-530	30	\$185.00	9/5	9/5	щ	TUE	
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AUG17/17 12.59 \*\*\* WSFA-TV \*\*\* REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP

:LINE#:REP :CD:	TIME PERIOD	LGTH:	SEC : RATE :	: START : DATE	: END : DATE	SPTS: W	WEEK : DAYS INVT :	: SPTS:
57	630P-700P PS	30	V\$215.00	9/5	9/2	Т	TUE	П
PROGRAM CON COM1	: ENTERTAINMENT : ENTERTAINMENT	TONIGHT TONIGHT						
58 05	700A-900A	30	\$115.00	9/5	9/2	н	TUE	Н
PROGRAM : CON COM1:	: TODAY SHOW : TODAY SHOW		,					
5.9 (2)	900A-1000A	30	00.00\$	9/5	9/5	Н	TUE	Ħ
PROGRAM : CON COM1:	: TODAY SHOW HOUR : TODAY SHOW HOUR	UR 3	,					
KG 09	1000P-1035P	30	\$275.00	9/6	9/6	Н	WED	Н
PROGRAM CON COM1	: WSFA 12 NEWS: WSFA 12 NEWS	AT 10P AT 10P						
61 (37	1100A-1130A	30	00.08	9/6	9/6	П	WED	Н
PROGRAM : CON COM1:	: ALABAMA LIVE : ALABAMA LIVE							
62 25	1130A-1200N	30	00.08\$	9/6	9/6	Н	WED	Н
PROGRAM : CON COM1:	: ALABAMA LIVE : ALABAMA LIVE							
63 75	1200N-1230P	30	\$100.00	9/6	9/6	H	WED	Н
PROGRAM CON COM1	: WSFA 12 NEWS: WSFA 12 NEWS	AT 12P AT 12P	,					,
64 65.	400P-430P ·	30	0.000	.9/6	• 9/6	Ħ	. WED	Ц
PROGRAM CON COM1	: WSFA 12 NEWS F	AT 4P AT 4P	`					
65 pr	430P-500P	30	\$75.00	9/6	9/6	Н	WED	Н
PROGRAM : CON COMI:	WSFA 12 NEWS WSFA 12 NEWS	AT 4:30P AT 4:30P						

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

66 (\$\beta^2\$) = \$00P-530P	9/6	9/6			
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β6       530A-600A       30       \$1000         GRAM:       TODAY IN ALABAMA       30       \$350         COM1:       TODAY IN ALABAMA       30       \$175         GCOM1:       WSFA 12 NEWS AT 6P       30       \$175         GCOM1:       WSFA 12 NEWS AT 6P       30       \$175         GCOM1:       TODAY IN ALABAMA       30       \$215         GRAM:       TODAY SHOW       30       \$50         GRAM:       TODAY SHOW       30       \$50         GOM1:       TODAY SHOW       30       \$50         GRAM:       TODAY SHOW       \$50       \$50					
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X 74 0≤ 1000P-1035P 30	9/11	9/11	Н	MOM	
PROGRAM : TONIGHT SHOW CON COM1: TONIGHT SHOW					

FAX# 703-516-9680 CREDIT RISK !!! HARRIS REPORT FROM REP REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET

AUG17/17 12.59 \*\*\* WSFA-TV \*\*\*

:TOTL: DAYS TULE .. . WEEK INVT :SPTS: END 8/6 START DATE 9/2 RATE \$30.00 SEC •• LGTH 30 •• PERIOD 130P-200P TIME :CD: :LINE#: :LINE#:REP

\$9,510.00 SEP/17

INSIDERINSIDER PROGRAM : CON COM1: \$9,510.00

CONTRACT TOTAL TOTAL

%

WIYC

WBMM 08

CABL 0%

WCOV 13%

WAKA 45% EAKA 0%

WNCF 118 ESFA 08

WSFA 31%

MARKET TOTALS \$31,093

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

REP HEADLINE# 8768694 \*\*\* UNAPPROVED REV #1

703-516-9680 RISK !!! REPORT FROM REP FAX# AGENCY CREDIT HARRIS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

AUG28/17 11.52 \*\*\* WSFA-TV \*\*\*

\* \* CHANGES \* \*

52 11. # SALESMAN REGIONAL DATE AUG28/1 (H) RYAN EDDINS SEGROVES LOCAL DANETTE OFF.# WA-CLASS: NATL. SALES PRSN BUYER NAME REP.# INVOICE) CO-OP BILLING NEEDED ORDER, 103 (LINE, SUITE POLI/L STRANGE/R/SEN/AL COMMENTS: 22302 # 8768694 1707 OSAGE STREET VA PINPOINT MEDIA ALEXANDRIA, CONTRACT WK-1 LUTHER STRANGE SENAT EST#811 SEP11/17 STATE TAX AGY. NAME ADV. NAME 8000 G FLIGHT DATES SEP5/17 CITY TAX # ORDER # PRDCT ADV AGY

\*\*\*\* A CASH IN ADVANCE SCHEDULE ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283 THANKS JASMINE FOR RYAN SAME, \$9,510 CONFM \*\*\*\* THIS IS REVISED ORDER REV APPROVED TIL PLS CON CM

REP:

: TOTL:		0
DAYS		TU-F
WEEK : INVT :		Į.
:SPTS: : /WK:		
END DATE		8/6
		•
START	<del>~1</del>	9/5
	8 11	on .
RATE	AGENCY EST# =	\$115.00 .
	r,	
SEC:		
: LGTH :	CODE = 62 E = 78	30
TIME PERIOD	ADVERTISER COPROPE	1000P-1035P
TI		1000
. CD:	AGENCY	73 S 1
: LINE#:REP		

TONIGHT SHOW TONIGHT SHOW 1000P-1035P PROGRAM : PROGRAM Ø 74

TONIGHT SHOW TONIGHT SHOW

PROGRAM : CON COM1:

PROGRAM

MON

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9/11

9/11

\$115.00

30

0

# \* \* \* UNAPPROVED REV #1 8768694 HEADLINE#

703-516-9680 FROM REP FAX# RISK !!! REPORT CREDIT AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

AUG28/17 11.52 \*\* WSFA-TV \*\*\*

\*\*\* WSFA-TV

\*\*CHANGES\*\*

:TOTI: :SPTS 0 m Н Н DAYS TULF WED WED THO TUE .. . WEEK INVI 122 ELEMENT AT POSTION 1 IN DAYDETAILEDPERIOD IS RATEELEMENT AT POSTION 2 IN DAYDETAILEDPERIOD IS 2 LEMENT AT POSTION 3 IN DAYDETAILEDPERIOD IS ELEMENT AT POSTION 2 DAYDETAILEDPERIOD IS DAYDETAILEDPERIOD IS RATEELEMENT AT POSTION 2 2ELEMENT AT POSTION 3 IN DAYDETAILEDPERIOD IS POSTION DAYDETAILEDPERIOD :SPTS: /WK: 0 Н Н Н ATEND THE TONIGHT SHOW W JIMMY FALLON ELEMENT AT POSTION 1 IN DAYDETAILEDPERIOD IS RATEELEMENT POSTION 1 IN DAYDETAILEDPERIOD IS RATEELEMENT 9/6 8/6 2/6 9/8 9/6 START Z Z DATE ო m 9/2 116 9/2 9/6 9/6 IN DAYDETAILEDPERIOD IS ZELEMENT AT POSTION IN DAYDETAILEDPERIOD IS ZELEMENT AT POSTION RATE \$115.00 \$115.00 \$115.00 \$30.00 \$30.00 TONIGHT SHOW W JIMMY FALLON THE TONIGHT SHOW W JIMMY FALLON SHOW W JIMMY FALLON THE TONIGHT SHOW W JIMMY FALLON FALLON SEC JIMMY Z H •• IN DAYDETAILEDPERIOD THE INSIDER ELEMENT AT POSTION 1 LGTH 30 30 30 30 30 3 TONIGHT SHOW •• THE TONIGHT ELEMENT AT E PERIOD THE INSIDER THE TONIGHT ELEMENT AT 1035P-1135P 1035P-1135P 1035P-1135P 30P-200P INSIDER INSIDER 130P-200P TIME THE : CD: PROGRAM : ORD COM1: COM2: COM1: ORD COM1: COM2: COM1: COM1: COM2: COM1: ORD COM1: COM2: COM1: CON COM1 PROGRAM PROGRAM ď S PROGRAM ∢ PROGRAM Þ PROGRAM Ø LINE# 76 ORD ORD CON ORD Ŋ CON ORD CON ORD 79 :LINE#:REP 78

\$9,510.00 TOTAL CONTRACT TOTAL \$9,510.00 SEP/17

%

WIYC

%

WBMM

%

CABL

Q) 96

WCOV

% % % %

WAKA EAKA

7 0 %

WNCF ESFA

56%

WSFA

\$49,388

TOTALS

MARKET

SHARES ACCURATE

DEMOS- RA35+\* NSH

N-PROGRAM NAME Z-COMMENTS M-MAKEGOOD Y-DAYS L-LENGTH X-LATE E-EFF DATES T-TIME S-SPOTS PER WEEK DE-DELETE C-CANCELLED R-RATE PGM B-BUY TYPE Q-PAID P-CLASS, PLAN, SECT A-ADD MOD CODE

AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN TRF# 1800092

REP HEADLINE# 8768694 \$\$\$ APPROVED REV #1 \$\$\$

AUG28/17 17.49 \*\*\* WSFA-TV \*\*\* STATION FROM FAX# RISK!!! REPORT FR CREDIT ORDER WORKSHEET

703-516-9680

17.49 # DATE AUG28/17 SALESMAN REGIONAL (H) EDDINS SEGROVES LOCAL RYAN DANETTE OFF.# WA-CLASS: NATL PRSN BUYER NAME SALES 凡氏尸.# INVOICE) BILLING NEEDED ORDER, 103 (LINE, 1707 OSAGE STREET SUITE STRANGE/R/SEN/AL CO-OP COMMENTS: 22302 # 8768694 ٧À PINPOINT MEDIA ALEXANDRIA, CONTRACT WK-1 SENAT EST#811 POLI/L SEP11/17 STATE TAX NAME NAME LUTHER STRANGE ADV. AGY. DATES SEP5/17 CITY TAX # FLIGHT ORDER PRDCT # # ADV AGY

FOR RYAN SAME, \$9,510 THANKS JASMINE REVISED ORDER REV APPROVED PLS CONFM TTL REP:

A CASH IN ADVANCE SCHEDULE ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283 \*\*\*\* THIS IS CON CM

CONTRACT SCHEDULED FOR GENERATION BEEN APPROVED. THIS ORDER HAVE OF CHANGES NOTICE:

\$9,510.00 TOTAL CONTRACT

# AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

		F	E	D	E	R	AL	. C	A	N	D	ID	A	TE
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☐ STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3
Station and Location: Date: 5.15.17
ı, <u>Pinpoint Media</u> ,
being/on behalf of: Luther Strange,
a legally qualified candidate of the Republican
political party for the office of: US Senate
in the Special Election Primary
election to be held on: August 15 2017
do hereby request station time as follows:
Time of Broadcast Day Length Rotation or Package  Times per Number of Week Weeks
Affach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by:

# Strange for Senate

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

5.15.17 <sup>°</sup>	111	
Date	Signature	
То Ве	Signed By Station Representative	
☐ Accepted	☐ Accepted in Part	☐ Rejected
MAMILI	Jen boll	Osy
Signature	Printed Name	Title

# FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

ı, Meredith Morton ∈ Pinpeir	ıt Media			
(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:				
□ does	<b>■</b> does not			
refer to an opposing candidate (check app programming that does refer to an opposing o	licable box). I further certify that for the andidate:			
(check applicable box)				
☐ the radio programming contains a personal identifies the candidate, the office being sough the broadcast.	al audio statement by the candidate that nt, and that the candidate has approved			
the television programming contains a clear image of the candidate for a duration of at least displayed printed statement identifying the car broadcast, and that the candidate and/or the car the broadcast.	st four seconds, and a simultaneously			
	2_			
signature of candidate or	authorized committee			
Meredith Morton	5.15.17			
printed name	date			

## AGREED UPON SCHEDULE

# (TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF CANDIDATE'S REQUEST)

Broadcast Length	Fime of Day, Rotation or Package	Days:	Class	Times per Week	Number of Weeks

Attach proposed schedule with charges (if available):

### **AFTER AIRING OF BROADCASTS:**

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

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